

TiE U

FOSTERINGENTREPRENEURSHIP

21-DAY ENTREPRENEURSHIP BOOTCAMP

AGENDA WEEK 01 & 02



SPEAKERS FROM
ACROSS THE TiE ECOSYSTEM

TiE CHANDIGARH
FOSTERING ENTREPRENEURSHIP

TiE CHENNAI
FOSTERING ENTREPRENEURSHIP

TiE COIMBATORE
FOSTERING ENTREPRENEURSHIP

TiE DELHI NCR
FOSTERING ENTREPRENEURSHIP

TiE HOUSTON
FOSTERING ENTREPRENEURSHIP

TiE NEW JERSEY
FOSTERING ENTREPRENEURSHIP

TiE PUNE
FOSTERING ENTREPRENEURSHIP

TiE SINGAPORE
FOSTERING ENTREPRENEURSHIP

TO GET MORE DETAILS

www.tie-u.org/startup-bootcamp

Time: **7:30 pm IST**

To watch the sessions live

www.bit.ly/tieuyoutube

To join the zoom call

www.bit.ly/tieubczoom

WEEK #1

DAY 0 *7:30 - 8:30 PM*
OCT 10 **Orientation session and Creative thinking workshop**

DAY 1 *7:30 - 9:30 PM*
OCT 11 **Entrepreneurship 101: 100 Reasons not to be an entrepreneur and the one reason you still will**

DAY 2 *7:30 - 8:30 PM*
OCT 12 **Leadership & Negotiation: Managing people, Culture & Stakeholders**

8:30 - 9:30 PM
Business Models: How Your Startup Creates, Delivers & Captures Value

DAY 3 *7:30 - 8:30 PM*
OCT 13 **Innovation to build and scale entrepreneurial ventures.**

DAY 4 *7:30 - 8:30 PM*
OCT 14 **Understanding Your Customer: Needs, Behaviour & Buying Decisions**

DAY 5 *7:30 - 8:30 PM*
OCT 15 **Sales: Converting Interest into Customers & Revenue**

8:30 - 9:30 PM
Grant Writing: Best Practices

DAY 6 *8:30 - 9:30 PM*
OCT 16 **Growth & Scale: Turning Early Traction into a Repeatable Business**

DAY 7 *7:30 - 8:30 PM*
OCT 17 **Unit Economics & Pricing: How Your Business Actually Makes Money**



WEEK #2

DAY 8
OCT 20

7:30 - 8:30 PM
Selling to enterprise customers

8:30 - 9:30 PM
Positioning & Value Proposition: Why Should Customers Choose You?

DAY 9
OCT 21

7:30 - 8:30 PM
Business Strategy: Where to Play, How to Win & What Not to Do

8:30 - 9:30 PM
Setting up a business outside India. Exploring global opportunities for your startup.

DAY 10
OCT 22

7:30 - 8:30 PM
Business Metrics: Using Data & KPIs to Make Better Decisions

8:30 - 9:30 PM
Operations: Building Processes & Systems That Deliver Consistently

DAY 11
OCT 23

7:30 - 8:30 PM
Understanding Revenue Forecasting, Cost Structures, and Revenue Streams

8:30 - 9:30 PM
Shaping Tomorrow: Innovation and Entrepreneurial Excellence

DAY 12
OCT 24

7:30 - 8:30 PM
Finance for Founders: Understanding P&L, Balance Sheet & Cash Flow

DAY 13
OCT 26

7:30 - 8:30 PM
Turning Opportunities into Outcomes: A Strategic Approach to Business Growth.

8:30 - 9:30 PM
Market Opportunity: Sizing, Competition & Finding Where You Can Win

DAY 14
OCT 27

7:30 - 8:30 PM
Product–Market Fit: Testing, Learning & Knowing What to Build Next

8:30 - 9:30 PM
Scaling Smart: Building Teams, Systems & Strategies for Growth.



S1: ENTREPRENEURSHIP101
100 REASONS NOT TO BE AN ENTREPRENEUR AND THE ONE REASON WHY

OCT
11
2026

Speaker:

Pradeep Yuvaraj

When you hear the word startup, what comes to mind? A brilliant new app? A revolutionary invention? A business idea that nobody has thought of before? But here's something interesting. Entrepreneurship doesn't always begin with a new invention. Sometimes, it begins with looking at something familiar in a new way. You could solve a problem, improve an existing solution, or simply find a better way to serve customers. So, how do you spot business opportunities? How do you generate ideas? And how do you know whether an idea is actually worth pursuing? Because a good idea is not necessarily a good business. That's what this session is about — Fundamentals of Entrepreneurship & Ideation.

The speaker for the session is Mr. Pradeep Yuvaraj, Founder & Principal Storyteller of StoryMatters by Prezantim, a business storytelling and presentation strategy firm working with startups and businesses across 38+ countries. He brings 26 years of professional and entrepreneurial experience, having been involved in seven ventures himself. Over the last 16+ years, he has worked extensively with startups, helping entrepreneurs think through, structure and communicate their business ideas. He is also the Global Co-Lead of TiE U and Vice President of TiE Coimbatore. He has designed and taught MBA-level entrepreneurship courses and facilitated programmes at institutions and incubators including NSRCEL at IIM Bangalore, SINE IIT Bombay, ISB I-Ventures and StartupTN. His work with founders has also led him to develop the Baker's Dozen Founder-First Canvas, a framework to help entrepreneurs structure and explain their ventures. What makes him particularly relevant to the topic is his experience on both sides of entrepreneurship — building ventures himself and helping aspiring founders turn their ideas into meaningful business opportunities.



LEADERSHIP AND NEGOTIATION: MANAGING PEOPLE, CULTURE & STAKEHOLDERS

OCT
12
2026

Speaker:

Chandrasekar TP

Imagine you've started a business with three friends. Everyone is excited. Everyone has ideas. And everyone wants to do things their own way. Soon, disagreements begin. One person isn't delivering on time. Another wants a bigger share of the profits. And a potential customer is negotiating hard on your price. You may have a great business idea. But can you manage the people who will make it happen? Entrepreneurship is not just about products, customers and money. It's also about leading people, building trust, managing disagreements and finding common ground. How do you get people to work towards a shared goal? How do you handle difficult conversations? And how do you negotiate without damaging relationships? That's what this session is about — Leadership & Negotiation: Managing People, Culture & Stakeholders.

The speaker for the session is Mr. Chandrasekar TP, a Chartered Accountant and Certified Internal Auditor with nearly three decades of professional experience. He is a senior risk management and corporate governance professional associated with Bahwan CyberTek, and has previously held leadership positions at major global financial institutions including Citi and JP Morgan. His career has taken him across international markets, working with senior leadership teams on risk management, organisational governance and complex business decisions. He is also a Charter Member of TiE Chennai. What makes him particularly relevant to the topic is his experience of working with people and stakeholders across organisations and cultures — where leadership, trust and negotiation are essential to getting things done.



BUSINESS MODELS: HOW YOUR STARTUP CREATES, DELIVERS & CAPTURES VALUE

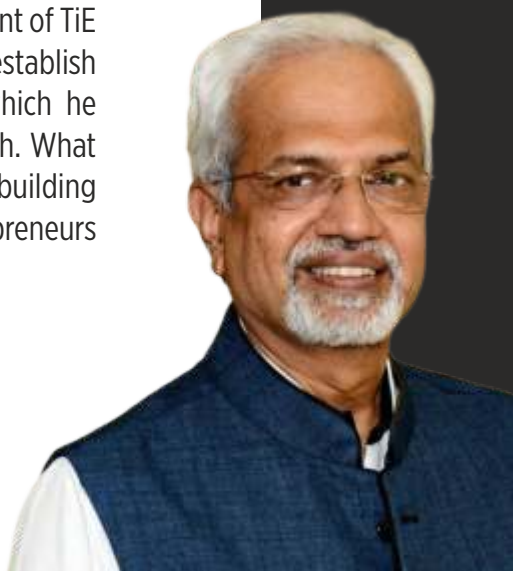
OCT
12
2026

Speaker:

Dr. Vishwas Mahajan

Imagine you've developed a brilliant new app. People love the idea. You've found customers who are interested. You may even have a few paying users. But does that automatically mean you have a successful business? Not necessarily. Having a great product and building a great business are two very different things. Who are your customers? What value are you creating? How will you reach them? What will it cost you to operate? And most importantly, how will you make money? That's where your business model comes in. An idea explains what you want to build. A business model explains how you will turn it into a sustainable business. That's what this session is about — Business Models: How Your Startup Creates, Delivers & Captures Value.

The speaker for the session is Dr. Vishwas Mahajan, a serial entrepreneur and Founder & CEO of Whizible, a technology platform helping service businesses manage their operations. He is also the co-founder of Compulink Systems, one of India's early software product companies. Beyond building businesses himself, he has played an important role in India's entrepreneurship ecosystem. He is a former President of TiE Pune and has served on the TiE Global Board of Trustees. He also helped establish Nurture, TiE Pune's flagship startup mentoring programme, through which he continues to guide entrepreneurs on business models, strategy and growth. What makes him particularly relevant to the topic is his experience on both sides — building successful technology businesses himself and helping hundreds of entrepreneurs turn promising ideas into sustainable ventures.



INNOVATION TO BUILD AND SCALE ENTREPRENEURIAL VENTURES.

OCT
13
2026

Speaker:

Ganesh Natarajan

Innovation doesn't always mean inventing something completely new. Sometimes, it's about looking at something familiar differently, finding a better way of doing it, or creating value where others haven't seen it. But having an innovative idea is only the beginning. How do you turn it into a business? And more importantly, how do you grow that business? That's what this session is about — Innovation to Build and Scale Entrepreneurial Ventures.

The speaker for the session is Dr. Ganesh Natarajan, one of India's respected technology entrepreneurs and business leaders. He has served as CEO of two major technology companies — Aptech and Zensar Technologies. He is the Founder of 5F World, Chairman of Honeywell Automation India, and a former Chairman of NASSCOM. To put his experience in perspective, he helped scale Aptech into a global business with over 1,000 centres across 42 countries and led Zensar to become one of India's leading IT companies. Through 5F World, he continues to support digital startups, innovation and social ventures. He brings something particularly valuable to the topic — the experience of not just building businesses, but scaling them successfully.



UNDERSTANDING YOUR CUSTOMER: NEEDS, BEHAVIOUR & BUYING DECISIONS

OCT
14
2026

Speaker:

Usha Rangarajan

You may have a brilliant idea. You may even build a great product. But there's one person who ultimately decides whether your business succeeds — your customer. Who are your customers? What do they really need? Why do they choose one product over another? And what makes them come back? Many businesses fail not because their products are bad, but because they haven't understood their customers well enough. That's what this session is about — Understanding Your Customer: Needs, Behaviour & Buying Decisions.

The speaker for the session is Ms. Usha Rangarajan, Founder and Managing Consultant of UnLEASH, a business transformation consultancy. She brings over three decades of experience across industries including IT, telecommunications and hospitality. She previously served as Chief Transformation Officer at Tata Teleservices and has worked with organisations including Wipro and Indian Hotels. She is also an Independent Director at Sterling Holiday Resorts and a Charter Member of TiE Coimbatore. Her particular expertise is in customer-centricity, customer experience and service excellence — helping organisations understand their customers better and translate that understanding into business results. She brings an important perspective for every aspiring entrepreneur — don't just fall in love with your idea. Learn to understand the people you are building it for.



SALES: CONVERTING INTEREST INTO CUSTOMERS & REVENUE

OCT
15
2026

Speaker:

Jayant Kelkar

Imagine you've developed a great product. You tell ten people about it, and all ten say, "Wonderful idea!" But how many of them will actually pay for it? That's the difference between interest and sales. Every business needs customers. And more importantly, it needs customers who are willing to pay. How do you find these customers? How do you convince them? How do you handle rejection? And how do you turn a conversation into a sale? That's what this session is about — Sales: Converting Interest into Customers & Revenue.

The speaker for the session is Mr. Jayant Kelkar, Founder and Principal Consultant of Sales Fundas, based in Pune. He brings over 30 years of experience in sales, business development, leadership and entrepreneurship, having worked across industries including telecom, technology and financial services. Through Sales Fundas, he helps startups and growing businesses build effective sales processes, strengthen their teams and improve revenue. He has also trained hundreds of sales professionals and worked closely with founders to help them overcome real-world sales challenges. What makes him particularly relevant to the topic is that he hasn't just taught sales — he has spent decades actually selling, building teams and helping businesses grow.



GRANT WRITING: BEST PRACTICES

OCT
15
2026

Speaker:

Dr. Smita Kale

You have a great idea. You've identified a problem worth solving. But you need money to develop and test your solution. Where does that money come from, especially when you're not ready for investors? One possible answer is grants. Unlike investments, grants generally don't require you to give up ownership in your startup. But getting a grant isn't easy. You need to convince the funding organisation that your idea is worth supporting, that you can deliver what you promise, and that the money will be put to good use. That's what this session is about — Grant Writing: Best Practices.

The speaker for the session is Dr. Smita Kale, Founder and Director of Sanovaskale Technologies, a Pune-based company working in pharmaceutical, biotechnology and process development. She holds a PhD from the Institute of Chemical Technology, Mumbai, and brings over 20 years of experience across research, academia and entrepreneurship. She has also worked closely with Venture Center, Pune, where she has mentored nearly 100 deep-tech startups, helping them develop their businesses and access funding opportunities, including grants from organisations such as BIRAC. What makes her particularly relevant to this session is that she understands grant writing from both perspectives — as an entrepreneur building her own business and as a mentor helping other startups secure funding.



GROWTH & SCALE: TURNING EARLY TRACTION INTO A REPEATABLE BUSINESS

OCT
16
2026

Speaker:

Supriya Rao

Getting your first customer is exciting. Getting your first ten customers is even better. But what does it take to get 100? Or 1,000? And can you do that without your costs, team and problems growing at the same speed? That's the difference between growing a business and scaling a business. How do you move beyond your initial success? How do you build systems, processes and teams that allow your business to grow without depending on you for everything? That's what this session is about — Growth & Scale: Turning Early Traction into a Repeatable Business.

The speaker for the session is Ms. Supriya Rao, Managing Director of ClearRoute, a technology company specialising in platform engineering, cloud and AI-driven transformation. She brings over 20 years of experience in enterprise technology, business operations, product engineering and leadership. She has extensive experience in setting up and scaling Global Capability Centres (GCCs), building teams, improving operational efficiency and driving business growth. At ClearRoute, she leads the India business, focusing on innovation, technology excellence and building organisations that can grow sustainably. What makes her particularly relevant to the topic is her experience in turning complex operations into scalable businesses — moving beyond individual successes to building systems that deliver results consistently.



UNIT ECONOMICS & PRICING: HOW YOUR BUSINESS ACTUALLY MAKES MONEY

OCT
17
2026

Speaker:

Rajalingam Rathinam

Imagine you're selling a product for ₹100. It costs you ₹80 to make and deliver it. Now, to attract more customers, you offer a 25% discount. You've made a sale. But you've also lost ₹5! More sales. More losses. That's why entrepreneurs need to understand not just how much money their business makes, but how much it actually keeps. How do you calculate your costs? How do you decide your selling price? How do you know whether every additional customer is making you money or costing you money? That's what this session is about — Unit Economics & Pricing: How Your Business Actually Makes Money.

The speaker for the session is Mr. Rajalingam Rathinam, Founder Director and Chairman of NestOne Group. He brings over three decades of experience in retail, business strategy, marketing and growth, having worked with some of India's leading retail organisations, including Future Group, Landmark Group, Aditya Birla Retail and Reliance Retail. He has also built and successfully exited his own technology business, and now works closely with founders and businesses to help them improve their operations, profitability and growth. His particular strength lies in helping businesses understand what drives their performance — from customer behaviour and pricing to operational efficiency and profit margins. He brings an important lesson for every entrepreneur — growing your sales is good. But building a business that actually makes money is what matters.



SELLING TO ENTERPRISE CUSTOMERS

OCT
20
2026

Speaker:

Prajakt Raut

Imagine you've built a product that could help a large company save lakhs of rupees. You meet a senior manager, explain your idea, and they love it! But does that mean you've made a sale? Not necessarily. You may still need approvals from finance, procurement, IT, legal and senior management. Selling to a company is very different from selling to an individual. How do you identify the right people? How do you convince multiple decision-makers? How do you build trust and turn a meeting into a paying customer? That's what this session is about — Selling to Enterprise Customers.

The speaker for the session is Mr. Prajakt Raut, Co-Founder and Managing Partner of Caret Capital, a venture capital fund investing in promising startups. He brings over 35 years of industry experience, including more than two decades working closely with India's startup ecosystem as an entrepreneur, investor and mentor. He previously served as Asia Director of TiE and Vice President at the Indian Angel Network. He also founded Applyifi, which has helped startups through accelerator programmes and corporate engagement initiatives. He is the author of Starting Up & Fund Raising, a book that helps entrepreneurs understand business fundamentals and investor expectations. What makes him particularly relevant to the topic is his experience working across startups, investors and large organisations — understanding what it takes for young businesses to build credibility and win opportunities with enterprise customers.



POSITIONING & VALUE PROPOSITION: WHY SHOULD CUSTOMERS CHOOSE YOU?

OCT
20
2026

Speaker:

Narendra Goidani

Imagine you've built a product or developed a great business idea. You explain it to a potential customer, and they ask you one simple question. "Why should I choose you?" What would your answer be? Because your product is better? Because it's cheaper? Or because it offers something your competitors don't? Customers don't buy your idea. They buy the value they see in it. As entrepreneurs, you need to be clear about who you're serving, what makes you different, and why customers should care. That's what this session is about — Positioning & Value Proposition: Why Should Customers Choose You?

The speaker for the session is Mr. Narendra Goidani, popularly known as Naren, Founder of Life School, a Pune-based organisation focused on personal growth, leadership and business excellence. He brings over 25 years of experience as a trainer, life coach, business mentor and inspirational speaker. Through Life School, he has inspired and trained thousands of individuals. He is also the co-founder of WOW Parenting and the Keep Moving Movement, initiatives focused on empowering parents, students and young people. He has authored several books and works closely with business owners, helping them strengthen their leadership, develop their teams and grow their businesses. What makes him particularly relevant to the topic is his focus on understanding people, identifying what truly matters to them and communicating value in a way that connects.



BUSINESS STRATEGY: WHERE TO PLAY, HOW TO WIN & WHAT NOT TO DO

OCT
21
2026

Speaker:

Advait V Kurlekar

Imagine you're starting a food business. Should you sell to college students, families or restaurants? Should you compete on price, taste, convenience or quality? You could try doing everything. But with limited time, money and resources, is that really possible? Entrepreneurship is not just about making choices. It's also about knowing what NOT to do. Which customers should you focus on? Which opportunities should you pursue? How will you stand out from competitors? And what should you say NO to? That's what this session is about — Business Strategy: Where to Play, How to Win & What Not to Do.

The speaker for the session is Mr. Advait V Kurlekar, Founder and CEO of Upohan Management Consultants, a Pune-based management consulting firm. He brings over 30 years of experience in industry and management consulting, having worked with leading organisations including Tata Motors, AF Ferguson and PwC. An alumnus of IIT Bombay, he is also a Charter Member of TiE Pune and has chaired its flagship startup mentoring programme, Nurture Accelerator. Over the years, he has mentored numerous startups on business strategy, idea validation, business planning and growth. What makes him particularly relevant to the topic is his experience helping both established businesses and early-stage startups make strategic choices and turn those choices into action.



SETTING UP A BUSINESS OUTSIDE INDIA. EXPLORING GLOBAL OPPORTUNITIES FOR YOUR STARTUP.

OCT
21
2026

Speaker:

Harsh Mulik

Imagine you've built a product in Coimbatore, Pune or Mysuru. Could you sell it to customers in New York, London or Singapore? Of course! But is it as simple as putting your product online and accepting international payments? The world may be your market. But every market is different. How do you find customers in another country? How do you understand their needs, culture and expectations? What about regulations, competition, pricing and local partnerships? And most importantly, when should a startup start thinking about international markets? That's what this session is about — Setting Up a Business Outside India: Exploring Global Opportunities for Your Startup.

The speaker for the session is Mr. Harsh Mulik, Founder and CEO of HumLife360, a US-based health-tech startup that uses AI and behavioural science to help people develop healthier habits. He brings over 25 years of experience in data science, automation strategy and global technology implementations. Based in the United States, he is also actively involved with TiE New Jersey and serves on the TiE University Global Committee, supporting entrepreneurship among students. His experience combines technology, entrepreneurship and building a business that addresses customer needs across markets. What makes him particularly relevant to the topic is that he brings the perspective of an entrepreneur building a business in the US, along with years of experience working in a global business environment.



BUSINESS METRICS: USING DATA & KPIS TO MAKE BETTER DECISIONS

OCT
22
2026

Speaker:

Varundeep Kaur

Imagine you've launched an app. You proudly announce that you've crossed 1,000 downloads! Sounds like a success, right? But what if only 50 people actually use it? And only 10 come back a second time? Are you really growing? That's why entrepreneurs need to understand the difference between numbers that look impressive and numbers that actually matter. How many customers are you acquiring? How many are returning? What does it cost to acquire a customer? And are you actually making money? You cannot improve what you don't measure. That's what this session is about — Business Metrics: Using Data & KPIs to Make Better Decisions.

The speaker for the session is Ms. Varundeep Kaur, Chief Information Officer at AIPPL and former CIO of Spice Money, one of India's leading rural fintech platforms. She brings over two decades of experience in technology leadership, digital transformation, AI and data analytics. At Spice Money, she played a key role in using technology, automation and data to improve operational efficiency, reduce costs and enhance customer experience. She also serves as President of the CIO Association's Punjab Chapter and State President of the Punjab Artificial Intelligence Council under WICCI. Her work has earned her several industry recognitions, including CIO 100 awards. What makes her particularly relevant to the topic is her experience in using data not just to measure performance, but to make decisions that improve business results.



OPERATIONS: BUILDING PROCESSES & SYSTEMS THAT DELIVER CONSISTENTLY

OCT
22
2026

Speaker:

Paresh Mistry

Imagine you've started a food delivery business. On the first day, you receive 50 orders. Fantastic! But then things start going wrong. Some orders are delayed. A few customers receive the wrong food. Your delivery partners are confused. And by the end of the day, customers are complaining. Your business idea worked. But your operations didn't. That's why building a business isn't just about creating a great product or finding customers. It's also about delivering what you promise, consistently. How do you organise your work? How do you build processes, manage resources, avoid mistakes and ensure everything runs smoothly, even as your business grows? That's what this session is about — Operations: Building Processes & Systems That Deliver Consistently.

The speaker for the session is Mr. Paresh Mistry, an Agile Coach and Project Management Consultant associated with Acxalt, a Pune-based consulting firm focused on project delivery and operational excellence. He brings extensive experience in software project management, process improvement, quality management and organisational transformation. Through Acxalt, he helps businesses improve project execution, build effective processes, manage resources and use automation to improve efficiency. He has also trained technology teams on Agile methodologies, project management and execution excellence, helping organisations deliver projects on time, within budget and with greater consistency. What makes him particularly relevant to the topic is his experience in turning complex projects into well-managed processes — helping businesses move from simply planning things to actually getting them done.



SHAPING TOMORROW: INNOVATION AND ENTREPRENEURIAL EXCELLENCE

OCT
23
2026

Speaker:

Dr. Ravi Brahmbhatt

Every day, we come across things that could be done better. A problem in our college. An inconvenience in our neighbourhood. A product that doesn't work the way we want it to. Most of us complain and move on. Entrepreneurs ask a different question — What if I could change this? That's where innovation begins. But innovation isn't just about coming up with new ideas. It's about turning those ideas into something that creates real value. And entrepreneurship isn't just about starting a business. It's about identifying opportunities, taking action, learning from failures and building something meaningful. Because an idea becomes valuable only when you do something with it. That's what today's session is about — Shaping Tomorrow: Innovation and Entrepreneurial Excellence.

Our speaker today is Dr. Ravi Brahmbhatt, Director of Student Innovation & Entrepreneurship at Houston City College, Texas, USA. A technology and media entrepreneur turned educator, he brings extensive experience in entrepreneurship, innovation, marketing and business development. He has been actively involved in developing entrepreneurship programmes that encourage students to think differently, explore opportunities and transform their ideas into real ventures. He also serves on the Board of Directors of TiE Houston and is actively involved in the TiE University global leadership team. Beyond his academic role, he mentors entrepreneurs through organisations including SCORE, helping startups and small businesses develop and grow. What makes him particularly relevant to today's topic is his experience on both sides — as an entrepreneur who has built businesses and as an educator who helps young people discover their entrepreneurial potential and turn ideas into action.



UNDERSTANDING REVENUE FORECASTING, COST STRUCTURES, AND REVENUE STREAMS

OCT
23
2026

Speaker:

R Subramaniam Iyer

Imagine you've started a small food business on campus. You sell 100 sandwiches in the first month. Encouraged by the response, you confidently predict that you'll sell 1,000 next month. But what makes you so sure? How many customers will buy? How often? At what price? What will it cost you to make and deliver those sandwiches? Revenue is what your business earns. Profit is what it gets to keep. And forecasting isn't about predicting impressive numbers. It's about making realistic assumptions about how your business will perform. How do you estimate future revenue? What are your fixed and variable costs? And how do you identify different ways your business can earn money? That's what this session is about — Understanding Revenue Forecasting, Cost Structures, and Revenue Streams.

The speaker for the session is Mr. R. Subramaniam Iyer, popularly known as Subra Iyer, CEO and Investment Director of Venloka and President of Keiretsu Forum's Chennai and Singapore chapters. He brings nearly four decades of professional experience in finance, investment advisory and entrepreneurship. He spent 21 years with PwC, including over a decade as a Partner in Singapore, before moving into entrepreneurship and investment. He has been actively involved in angel investing, evaluating startups, mentoring entrepreneurs and helping promising ventures access capital. What makes him particularly relevant to the topic is that he understands business numbers from both sides of the table — as a financial expert and as an investor evaluating whether a startup's projections are realistic and its business sustainable.



FINANCE FOR FOUNDERS: UNDERSTANDING P&L, BALANCE SHEET & CASH FLOW

OCT
24
2026

Speaker:

Darshan Rathod

Imagine your startup makes INR 1 lakh in sales this month. Sounds good, right? But what if your expenses are INR 1.2 lakh? Or your customers haven't paid you yet, and you don't have enough money to pay your suppliers? Sales, profit and cash are three very different things. As entrepreneurs, you need to understand all three. Is your business making a profit? What does your business own, and what does it owe? How much money is coming in, and how much is going out? That's where three important financial statements come in — the Profit & Loss Statement, Balance Sheet and Cash Flow Statement. You don't have to become an accountant. But you certainly need to understand the financial health of your business. That's what this session is about — Finance for Founders: Understanding P&L, Balance Sheet & Cash Flow.

The speaker for the session is Mr. Darshan Rathod, Co-Founder and Partner of Acumen M&A Advisors, a Pune-based investment banking and financial advisory firm. He is a Chartered Accountant and an MBA from XLRI Jamshedpur, with nearly two decades of experience in finance, valuations, mergers and acquisitions, and investment advisory. He has previously worked with leading organisations including PwC, Ernst & Young and Deutsche Bank. He is also a Charter Member and Governing Council Member of TiE Pune and actively mentors entrepreneurs on business finance, fundraising and valuations. His experience includes helping business owners understand their financial performance, evaluate investment opportunities and make important business decisions. What makes him particularly relevant to this session is his ability to explain business finance from both perspectives — as a financial expert analysing businesses and as a mentor helping entrepreneurs understand and manage their numbers.



TURNING OPPORTUNITIES INTO OUTCOMES: A STRATEGIC APPROACH TO BUSINESS GROWTH

OCT
26
2026

Speaker:

Akash V Mahagaonkar

Imagine you've developed a product that could help a restaurant reduce food wastage. You meet the restaurant owner, explain your idea, and he says, That's interesting. Let's talk again. Sounds promising, right? But weeks pass, and nothing happens. You had an opportunity. But you couldn't turn it into a sale. That's a challenge every entrepreneur faces. How do you find the right customers? How do you understand what they really need? How do you convince them that your product is worth paying for? And how do you turn their interest into an actual purchase? Because a business doesn't grow on opportunities alone. It grows when those opportunities become paying customers. And successful selling isn't just about convincing someone to buy. It's about understanding customers, building trust, demonstrating value and developing relationships that lead to repeat business. That's what today's session is about — Turning Opportunities into Outcomes: A Strategic Approach to Business Growth.

Speaker: Mr. Akash V. Mahagaonkar, Director and Head of Operations & Business Development at Relativity Management Solutions, a Coimbatore-based company specialising in payroll, taxation, accounting and HR compliance services. A Certified Financial Planner (CFP) and CPA professional, he brings nearly two decades of experience in business finance, operations and business development. At Relativity, he has worked closely with business owners and corporate clients, helping organisations improve their business processes and financial management. He is also an active speaker and mentor, sharing his experience with entrepreneurs and students through institutions and organisations including TiE and NEN. What makes him particularly relevant to today's topic is his experience in building a service business — where selling isn't simply about closing a deal, but about understanding customer needs, building trust, demonstrating value and creating long-term business relationships."



MARKET OPPORTUNITY: SIZING, COMPETITION & FINDING WHERE YOU CAN WIN

OCT
26
2026

Speaker:

Suhasini Kirloskar

You're planning to open a café near your college. There are 20,000 students in the area. Does that mean you have 20,000 potential customers? Not necessarily. How many of them actually visit cafés? How often? How much are they willing to spend? How many other cafés are competing for their business? And most importantly, why would they choose yours? Having a large market doesn't automatically mean you have a great business opportunity. As entrepreneurs, you need to understand how big your market really is, who your competitors are, and where you have the best chance of succeeding. That's what this session is about — Market Opportunity: Sizing, Competition & Finding Where You Can Win.

The speaker for the session is Ms. Suhasini Kirloskar, Co-Founder of MarketAxis Consulting, a Pune-based firm specialising in B2B marketing strategy, market research and business growth. She brings over 30 years of professional experience in marketing, business strategy and international markets. Her career includes leadership roles in corporate marketing and with UK Trade & Investment, a British government department. Through MarketAxis, she has worked with businesses across India, the US, Canada and the UAE, helping them understand their markets, position their offerings and develop effective marketing strategies. She is also the creator of B2B Growth Essentials, a training programme that helps founders and business leaders plan and execute their growth strategies. What makes her particularly relevant to this topic is her experience in helping businesses understand where real market opportunities exist, how to differentiate themselves and how to compete effectively.



PRODUCT–MARKET FIT: TESTING, LEARNING & KNOWING WHAT TO BUILD NEXT

OCT
27
2026

Speaker:

Ajay Rungta

You've built an app to help students find internships. You launch it, and 1,000 students download it. Everyone says it's a great idea! But a month later, only 30 students are still using it. Have you really built something people need? There's a big difference between people liking your idea and people finding it valuable enough to keep using it. Product–Market Fit is not about building a great product. It's about building something that the right customers genuinely want. How do you identify those customers? How do you test whether your solution meets their needs? How do you know when you've achieved product–market fit? And what should you do when you haven't? That's what this session is about — Product–Market Fit: Testing, Learning & Knowing What to Build Next.

The speaker for the session is Mr. Ajay Rungta, an active startup operator, angel investor and BITS Pilani alumnus with 18 years of technology experience. He spent 11 years as a Founding Engineer and Chief of Staff at Practo, playing a pivotal role in engineering, operations and scaling the platform from inception to millions of users. Today, as an active builder and solopreneur, he remains in the operational trenches bridging the gap between deep tech execution and commercial viability. Beyond building, Ajay serves as an institutional seed fund evaluator and venture mentor across 20+ Tier-1 incubators, including NSRCEL IIMB, IIMK LIVE, SINE IITB, FITT IITD, PIEDS BITS Pilani and T-Hub. He also curates 'Startups & Life' (strp.life), an active community connecting over 5,400 founders and investors. What makes him particularly relevant to this topic is his experience in taking a product from its early stages to scale and helping other founders avoid building products that customers don't really need.



SCALING SMART: BUILDING TEAMS, SYSTEMS & STRATEGIES FOR GROWTH.

OCT
27
2026

Speaker:

Divya Sampath

You've started a small business selling homemade snacks. Your first 20 customers love your product. They tell their friends, and soon you're receiving 200 orders. Fantastic! Your business is growing. But can you deliver 200 orders with the same kitchen, the same team and the same processes? Getting more customers is growth. Being able to serve them consistently and profitably is scaling. How do you turn your early success into something repeatable? How do you build teams, systems and processes that can handle more customers without everything depending on you? And how do you grow without losing the quality that made customers choose you in the first place? That's what this session is about — Scaling Smart: Building Teams, Systems & Strategies for Growth.

The speaker for the session is Ms. Divya Sampath, a business leader, angel investor and Growth Advisor at Aspire For Her, an organisation supporting women's economic empowerment and entrepreneurship. She brings over 25 years of experience in technology, consulting, innovation and business leadership. She has held senior leadership positions at global organisations including Microsoft, ServiceNow, Cognizant and Sify, leading businesses, teams and transformation initiatives across international markets. She is also a Sponsor and Partner - Portfolio at AWE Funds, supporting entrepreneurs and growing businesses. An alumna of XLRI Jamshedpur, she is a Charter Member of TiE Singapore and TiE Chennai and actively mentors startups. What makes her particularly relevant to this topic is her experience in building and scaling businesses, combined with her perspective as an investor and mentor helping startups move from early success to sustainable growth.



BOOTCAMP CORE TEAM



Pradeep Yuvaraj
Global Co-Lead, TiE-U



Nikhil Karkare
TiE-U Global Committee Member



Ashish Salguna
TiE Global



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Nithikaa S
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